

FAX

R. J. Reynolds Tobacco Co.
400 Raritan Center Parkway
Edison, N.J. 08837

Date 10/24/96
Number of pages including cover sheet

To: Glikin Brothers

Jeffrey Michelson

From:

Lanny Wolfe

Phone

Phone 908-225-4774

Fax Phone 201-817-9325

Fax Phone 908-417-9076

CC: Sean Cleerdin

Voice Mail 800-757-8255
Ext.48795

Mike McHugh

Urgent For your review Reply ASAP Please comment

Enclosed is the information you will need to work the November VAP Promotion. Please pack each display with 1 carton each of the 4 styles of DORAL B2G1F product and 1/2 carton of each of the 4 styles of live product. Add to normal order for each account on attached VAP list beginning November 4th. You will be credited with approximately \$1,231.00 if displays are packed and automatically sent out to accounts on the attached list by November 30th.

If you have any questions please let me know.

Thanks.

Lanny

51849 4100



R. J. Reynolds Tobacco Company
NOVEMBER '96 VAP PROMOTION

Account: **GLIKIN BROS. Acct. #227040**

Brand		DORAL	
Promotion		B2G1Free	

Display Packing	1.5 ctn Doral FFK 1.5 ctn Doral FF100 1.5 ctn Doral LTK 1.5 ctn Doral LT100	
Allocation (cs)	1 Doral FFK(6M) B2G1F 1 Doral FF100(6M) " 1 Doral LTK(6M) " 1 Doral LT100(6M) " 0 Doral FFK(12M) Live 0 Doral FF100(12M) " 0 Doral LT100(12M) " 0 Doral LT100(12M) "	
Displays	30	
Date Product Recvd	11/4/96	
Display Assembly	(timing)	Immediately
Displays Shipped to Retail -procedures required to receive .08 per ctn Category II payment:	Send displays automatically to accounts on attached list beginning 11/4/96	Please cross out any account that refuses promotion and return list to RJR
You will be credited with the following estimated November monthly Category II payment if all displays are sent to accounts on attached list by November 30, 1996	\$1,231.00*	

**Packing and
shipping payment if
packing is
completed within 2
weeks:**

**28.00 per 12M case of
Live product**

*Must make July-Dec. RJR share of market or Savings share of category goal to collect this \$

Note:

- ① Send the number of displays indicated on attached VAP list.
- ② Voice mail 800-757-8255 mail box #48795 to request payment before sending out displays.

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WHOLESALER : 227040 GLIKIN BROTHERS <DIRECT>
 TEMPLATE : GLIKIN (DORAL B2G1F)
 TEMPLATE SEQ : 0003
 SALES LEVEL : 12XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER
122104	122629	978084	ABE FOOD MARKET	472 CENTRAL AVE	JERSEY CITY	NJ	07307	1			
122104	122629	274305	B&B CIGAR&GENERALSTD	119 NEWARK AVE	JERSEY CITY	NJ	07302	1			
133402	133481	280696	BABES CORNER STORE	131 SUMNER AVE	SEASIDE HEIGHTS	NJ	08751	1			
122108		276349	BOULEVARD GOURMET	6001 BOULEVARDE	WEST NEW YORK	NJ	07093	1			
122606		275460	BROCKMANS PHARMACY	78 AVE C	BAYONNE	NJ	07002	1			
122608		876957	CARIBE MARKET	690 MOUNT PROSPECT A	NEWARK	NJ	07104	1			
122607		400904	CENTER DRUG	20 BROAD ST	BLOOMFIELD	NJ	07003	1			378780
122607		051191	CENTRAL WHSL CDY/TOB	394-6 CENTRAL AVENUE	NEWARK	NJ	07103	1			3666-0000
133006		705892	CHIRAG FOOD MART INC	182 ROUTE 35 & CREST	CLIFFWOOD BEACH	NJ	07735	1			966317
133005	133024	469041	CONVENIENT DELI	650 KING GEORGES RD	FORDS	NJ	08863	1			227040
122107		275004	D'ALLEGROS PHARMACY	252 WALNUT ST	NEWARK	NJ	07105	1			
133402		780706	DOVER PHARMACY	1245 ROUTE 166	TOMS RIVER	NJ	08753	1			
133002		687033	EAST NORTH FOOD CORP	36 MAIN ST	KEANSBURG	NJ	07734	1			
122603	122622	274860	EL CABALLO BLANCO	660 MOUNT PROSPECT A	NEWARK	NJ	07104	1			
122606		679054	ELIZABETH VARIETY	1175 DICKERSON ST.	ELIZABETH	NJ	07201	1			
122104	122629	316317	ENZO'S	9 FRANK E ROGERS BLV	HARRISON	NJ	07029	1			
133003	133025	358829	GENE'S II	163 SPEEDWELL AVE	MORRIS PLAINS	NJ	07950	1			
133008	133025	693471	GENE'S III	87 N BEVERWYCK RD	LAKE HIAWATHA	NJ	07034	1			
133405	133021	676367	GETTY HOWELL	4545 US HIGHWAY 9	HOWELL	NJ	07731	1			
122104	122629	563214	GHAI CONFECTIONERY	543 NEWARK AVE	JERSEY CITY	NJ	07306	1			
122107		273028	HINZES DELI	533 HARRISON AVE	HARRISON	NJ	07029	1			
122107		425245	JBD SHOP INC	93 FERRY ST	NEWARK	NJ	07105	1			
122103	122628	692990	JIMENEZ GROCERY	401-411 JACKSON AVE.	HOBOKEN	NJ	07030	1			
122104	122629	773690	KALIBAT PHARMACY	199 FERRY ST	NEWARK	NJ	07105	1			
133005		470122	KARAN ENTERPRISES	21 DELANEY CT	SOUTH PLAINFIELD	NJ	07080	1			
122104		077060	KARIS PAPER DIST.	140 AVON AVE	NEWARK	NJ	07108	1			
122103	122628	642737	LA BODEGUITA DEL MED	3609 NEW YORK AVE	UNION CITY	NJ	07087	1			
122103	122628	707548	LA 37 GROC	420 37TH ST	UNION CITY	NJ	07087	1			
122603	122622	274362	LISS PHARMACY	794 MOUNT PROSPECT A	NEWARK	NJ	07104	1			
122103	122628	438660	LORENZEN ENTERPRISES	3403 PARK AVE	UNION CITY	NJ	07087	1			
122104	122629	906283	M&N MARKET	2801 KENNEDY BLVD.	JERSEY CITY	NJ	07306	1			
133405	133021	280507	MAR ANN VARIETY	4034 ROUTE 95 S	HOWELL	NJ	07731	1			
133003		689306	MEG'S MARKET	736 SPEEDWELL AVE	MORRIS PLAINS	NJ	07950	1			
122107		273097	MICHAELS FARM	739 SCHUYLER AVE	KEARNY	NJ	07032	1			
133002	133021	468153	MUNCHIES	314 W SYLVANIA AVE	NEPTUNE	NJ	07753	1			
122107		325636	N.A. WHOLESALE	169 RIDGE RD	NORTH ARLINGTON	NJ	07031	1			3666-0000
122104	122629	773968	OASIS LIQUORS	521 FERRY ST	NEWARK	NJ	07105	1			
122105		291678	OK MARKET	1418 RIVER RD	EDGEWATER	NJ	07020	1			
122103		773909	PARK AVE. LIQ & DEL	5102 PARK AVE	WEST NEW YORK	NJ	07093	1			
133006	133029	728312	PURI CONVENIENCE INC	9 LAURENCE PKY	LAURENCE HARBOR	NJ	08879	1			
133001	133022	437866	S L N NEWS	3 W WASHINGTON AVE	WASHINGTON	NJ	07882	1			
122608		661630	S & S INC	1 RAYMOND BLVD WEST	NEWARK	NJ	07102	1			

5V55B2

VAP TEMPLATE LISTING

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96-09-23
03:55 PM

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WHOLESALER : 227040 GLIKIN BROTHERS <DIRECT>
 TEMPLATE : GLIKIN (DORAL B2G1F)
 TEMPLATE SEQ : 0003
 SALES LEVEL : 12XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER
122608		661631	S&S INC	1 RAYMOND BLVD WEST	NEWARK	NJ	07102	1			
122607		400752	SALAD BOWL	63 1/2 BELLEVILLE AV	BLOOMFIELD	NJ	07003	1			
122103		399935	SALS DELI	4510 BERGEN TPKE	NORTH BERGEN	NJ	07047	1			
122103		770665	SHOPRITE LIQUORS 773	494 ANDERSON AVE	CLIFFSIDE PARK	NJ	07010	1			
122104	122629	020270	THE BOTTLE STOP	125 WILSON AVE	NEWARK	NJ	07105	1			
122608		879379	THREE STAR GROCERY	445 CENTRAL AVE	EAST ORANGE	NJ	07018	1			
122103	122628	876710	TONY'S DELI	410 SECOND ST	HOBOKEN	NJ	07030	1			
133002	133023	283026	V.R. CORP. OF N.J.	492 JOLINE AVE	LONG BRANCH	NJ	07740	1			
133004	133022	402480	WALD DRUGS	ROUTE 202-31	FLEMINGTON	NJ	08822	1			
122107		273115	WALSHS LIQUORS	53 DAVIS AVE	KEARNY	NJ	07032	1			
122104	122629	273111	WALTERS MARKET	210 QUINCY AVE	KEARNY	NJ	07032	1			
122602		772901	WESTSIDE GENERAL	420 WESTSIDE AV	JERSEY CITY	NJ	07305	1			
122103	122628	598976	WESTSIDE LIQUOR	301 JACKSON STREET	HOBOKEN	NJ	07030	1			
133402	133420	280681	WHITEYS DELI	438 MANTOLOKING RD	OSBORNSVILLE	NJ	08723	1			
122105		244227	WILLIES DELI	538 PIERMONT RD	CLOSTER	NJ	07624	1			
122103	122628	276848	WILLOW SUPERMARKET	841 WILLOW AVE	HOBOKEN	NJ	07030	1			227040
122104	122629	876648	7-11 #21390	38 PASSAIC AVE	NUTLEY	NJ	07110	1		0001-0402	378780

PAGE BREAK TOTAL ACCOUNTS 59 TOTAL QUANTITY 59

TEMPLATE TOTAL ACCOUNTS 59 TOTAL QUANTITY 59



Tobacco Company
Box 2959, Winston-Salem, N.C. 27102
Phone (800) 862-4338
For Manufacturer's UPC No., Refer to Price List

SALES COPY
INVOICE

ACCOUNT NO.	INVOICE DATE	INVOICE NO.	MAIL
2270400	11/04/96	309-0086	10-23
WAREHOUSE		CARRIER	
065 PITMAN			

BILLING ADDRESS GLIKIN BROTHERS
2 JOSEPH STREET
NEWARK NJ 07105-4786

SOLD TO/
SHIP TO GLIKIN BROTHERS
2 JOSEPH STREET
NEWARK NJ 07105-4786

PECIAL INSTRUCTIONS: 601794 - DORAL B1G1F-3

PRINT DATE	SHIP DATE	SALE NUMBER	PURCHASE ORDER OR CONTRACT NO.	MODE	ORDER SOURCE	ORDER DATE	DIVISION	COPIES	OPERATOR				
0/31	11/04	309-0086		MAIL	SALES	10/03	1221	****	WGCU				
QUANTITY	ITEM NO.	SIZE/CTNS	ITEM NAME	CIGS QUANTITY	ITEM PRICE	BILLING AMOUNT							
1	22263	6M 30	DORAL LIGHT B1G1F	6,000	275.7000	275.70							
1	22264	6M 30	DORAL LT 100 B1G1F	6,000	275.7000	275.70							
1	22267	6M 30	DORAL FF 100 B1G1F	6,000	275.7000	275.70							
1	22268	6M 30	DORAL FULL FLAVOR B1G1F	6,000	275.7000	275.70							
LESS CREDIT FOR FREE PRODUCT DISCOUNTABLE GROSS STD TERMS DISCOUNT OF 3.25% LESS HANDLING ALLOWANCE EFT DISCOUNTABLE AMT EFT TERMS DISCOUNT OF 1.40% LESS STATE TAX FOR FREE PRODUCT													
551.40- 551.40 17.92- 17.92- 515.56 7.22- 240.00-													
OTAL QUANTITY	SHIP WEIGHT	THOUSAND CIGS	TERMS	Credit Terms Start on Invoice/Sched. Delivery Date	DUE	TERMS DISCOUNT(S)	INVOICE AMOUNT						
4	70	24	PAYMENT BY EFT OTHERWISE PAST DUE		11/04	25.14-	268.34 293.48						
	20'S	24											

*** E F T INVOICE *** WILL DRAFT ON 11/04

01-0002-014 -2270400-A1EAOXA14E

10000037

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